

# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B7400320

PRINT DATE: 02/14/17

PAGE: 01

### SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

### VENDOR ID:

VSP INDUSTRIES  
5607 METRO DR

BALTIMORE, MD  
(410 ) 358-8200

21215

### REFER QUESTIONS TO:

IRIS LESTER BELL  
(410 ) 767-4612  
IRIS.LESTER@MARYLAND.GOV

ITB: 001IT820477

EXPR DATE: 02/15/20

POST DATE: 02/14/17

DISCOUNT TERMS: .

NET 30 DAY

CONTRACT AMOUNT:

750,000.00

### TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

\*\*\*\*\*  
AGENCY CONTRACT FOR  
COPYING, PRINTING MAILING AND  
DATA MANAGEMENT SERVICES  
\*\*\*\*\*

CONTRACT TERM: FEBRUARY 15, 2017 THROUGH FEBRUARY 15, 2020 (3 YEARS)

THIS IS A THREE (3) YEAR CONTRACT. THE STATE RESERVES THE RIGHT TO UNILATERALLY RENEW THIS CONTRACT TWO (2) TIMES FOR ONE (1) YEAR EACH.

MARYLAND LAW PREVAILS:

THE PROVISIONS OF THIS CONTRACT SHALL BE GOVERNED BY THE LAWS OF MARYLAND.

VENDOR NAME: VSP INDUSTRIES

VENDOR CONTACT: LISA MULES      TELEPHONE: (443) 955-7555

VENDOR EMAIL ADDRESS: LMULES@LIFEBRIDGEHEALTH.ORG

AGENCY CONTACT: DONALD SPARKLIN      (410) 545-8551  
DSPARKLIN@SHA.STATE.MD.US

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### **TERMS (cont'd):**

#### SCOPE OF CONTRACT:

REQUIREMENTS CONTRACT FOR SUPPLYING THE STATE HIGHWAY ADMINISTRATION WITH THEIR NEEDS FOR COPYING, PRINTING, MAILING AND DATA MANAGEMENT SERVICES.

#### CONTRACT REQUIREMENTS:

QUANTITIES ARE ESTIMATES ONLY AND ARE NOT TO BE CONSTRUED AS ANY MINIMUM OR MAXIMUM GUARANTEE.

#### PRICE ESCALATION:

FOR EACH OPTION YEAR, THE CONTRACTOR MAY REQUEST AN INCREASE NOT TO EXCEED 1.2% OF THE PRICES THEN PREVAILING. THE REQUEST FOR A PRICE INCREASE MUST BE SUBMITTED WITHIN EIGHT (8) WEEKS OF THE ANNIVERSARY DATE OF THE CONTRACT.

ONCE A PRICE INCREASE HAS BEEN APPROVED, NO FURTHER INCREASES SHALL BE CONSIDERED FOR TWELVE (12) MONTHS. SUBSEQUENT INCREASES WILL BE BASED ON THE FINAL INDEX VALUE USED ON THE PRECEDING ADJUSTMENT AND THE MOST RECENT FINAL INDEX VALUE AVAILABLE ON THE BLS WEBSITE AT THE TIME OF THE CURRENT REQUEST. THE STATE RESERVES THE RIGHT NOT TO ALLOW A PRICE INCREASE.

THE INCREASED CONTRACT PRICE SHALL NOT APPLY TO ORDERS RECEIVED BY THE CONTRACTOR PRIOR TO THE EFFECTIVE DATE OF THE APPROVED INCREASED CONTRACT UNIT PRICE. ORDERS PLACED VIA PURCHASE ORDER, SHALL BE CONSIDERED TO HAVE BEEN RECEIVED BY THE CONTRACTOR AFTER THE FIFTH (5TH) CALENDAR DAY FOLLOWING THE DATE OF ISSUANCE. THE PROCUREMENT OFFICER MAY CANCEL, WITHOUT LIABILITY TO EITHER PARTY, ANY PORTION OF THE CONTRACT AFFECTED BY THE REQUESTED INCREASE AND ANY MATERIALS, SUPPLIES OR SERVICES UNDELIVERED AT THE TIME OF SUCH CANCELLATION. INVOICES REFLECTING "NEW" PRICES WILL NOT BE PROCESSED FOR DELIVERIES OF GOODS RECEIVED PRIOR TO THE INCREASE APPROVAL DATE.

PRICE DECREASES SHALL ALSO BE PASSED ON TO THE STATE AND DO NOT REQUIRE VERIFICATION. DECREASES BECOME EFFECTIVE IMMEDIATELY UPON NOTIFICATION.

#### DELIVERY AND ACCEPTANCE:

DELIVERY SHALL BE MADE IN ACCORDANCE WITH THE SOLICITATION SPECIFICATIONS. THE STATE, IN ITS SOLE DISCRETION, MAY EXTEND THE

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### TERMS (cont'd):

TIME OF PERFORMANCE FOR EXCUSABLE DELAYS DUE TO UNFORESEEABLE CAUSES BEYOND THE CONTRACTOR'S CONTROL. THE STATE UNILATERALLY MAY ORDER IN WRITING THE SUSPENSION, DELAY OR INTERRUPTION OF PERFORMANCE HERE-UNDER. THE STATE RESERVES THE RIGHT TO TEST ANY MATERIALS, EQUIPMENT, SUPPLIES, OR SERVICES DELIVERED TO DETERMINE IF THE SPECIFICATIONS HAVE BEEN MET. THE MATERIALS LISTED IN THE BID OR PROPOSAL SHALL BE DELIVERED FOB THE POINT OR POINTS SPECIFIED PRIOR TO OR ON THE DATE SPECIFIED IN THE BID OR PROPOSAL. ANY MATERIAL THAT IS DEFECTIVE OR FAILS TO MEET THE TERMS OF THE SOLICITATION SPECIFICATIONS SHALL BE REJECTED. REJECTED MATERIALS SHALL BE PROMPTLY REPLACED. IF THE VENDOR REFUSES TO REPLACE REJECTED MATERIALS, THE STATE RESERVES THE RIGHT TO PURCHASE REPLACEMENT MATERIALS IN THE OPEN MARKET AND THE VENDOR SHALL BE LIABLE FOR ANY EXCESS PRICE PAID FOR THE REPLACEMENT, PLUS APPLICABLE EXPENSES, IF ANY.

PURCHASES BY OTHER ENTITIES - INDEFINITE QUANTITY CONTRACTS: THIS PROVISION APPLIES TO INDEFINITE QUANTITY CONTRACTS.

A. PURSUANT TO ARTICLE 41, SECTION 18-201 OF THE ANNOTATED CODE OF MARYLAND, EXCEPT AS PROVIDED IN (B) THE FOLLOWING ENTITIES MAY PURCHASE MATERIALS, SUPPLIES, AND EQUIPMENT UNDER THIS CONTRACT:

- (1) A COUNTY OR BALTIMORE CITY;
- (2) A MUNICIPAL CORPORATION;
- (3) A GOVERNMENTAL AGENCY IN THE STATE;
- (4) A PUBLIC OR QUASI-PUBLIC AGENCY THAT:

(I) RECEIVES STATE MONEY; AND

(II) IS EXEMPT FROM TAXATION UNDER SECTION 501(C) (3) OF THE INTERNAL REVENUE CODE;

(5) A PRIVATE ELEMENTARY OR SECONDARY SCHOOL THAT:

(I) EITHER HAS BEEN ISSUED A CERTIFICATE OF APPROVAL FROM THE STATE BOARD OF EDUCATION OR IS ACCREDITED BY THE ASSOCIATION OF INDEPENDENT SCHOOLS; AND

(II) IS EXEMPT FROM TAXATION UNDER SECTION 501(C) (3) OF THE INTERNAL REVENUE CODE ; OR

(6) A NON-PUBLIC INSTITUTION OF HIGHER EDUCATION UNDER SECTION 17-106 OF THE EDUCATION ARTICLE.

(B) A PRIVATE ELEMENTARY OR SECONDARY SCHOOL OR A NONPUBLIC INSTITUTION OF HIGHER EDUCATION MAY NOT PURCHASE RELIGIOUS MATERIALS UNDER THIS CONTRACT.

(C) THE RIGHT TO PURCHASE UNDER THIS SECTION SHALL BE IN ADDITION TO, BUT NOT IN SUBSTITUTION FOR, THE APPLICABLE POWER GRANTED

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### TERMS (cont'd):

TO ANY OF THE LISTED ENTITIES PURSUANT TO ANY STATUTORY OR CHARTER PROVISION.

- (D) ALL PURCHASES UNDER THIS CONTRACT BY ANY SUCH ENTITY WHICH IS NOT A UNIT OR AGENCY OF THE STATE OF MARYLAND FOR WHICH THE STATE OF MARYLAND MAY BE HELD LIABLE IN CONTRACT (1) SHALL CONSTITUTE A PURCHASE OR CONTRACT BETWEEN THE CONTRACTOR AND THAT ENTITY ONLY; (2) SHALL NOT CONSTITUTE A PURCHASE OR CONTRACT OF THE STATE OF MARYLAND; (3) SHALL NOT BE BINDING OR ENFORCEABLE AGAINST THE STATE OF MARYLAND OR ANY OF ITS UNITS OR AGENCIES; AND MAY BE SUBJECT TO OTHER TERMS AND CONDITIONS AGREED TO BY THE CONTRACTOR AND THE PURCHASER.
- (E) CONTRACTOR BEARS THE RISK OF DETERMINING WHETHER OR NOT ANY ENTITY FROM WHICH THE CONTRACTOR RECEIVES AN ORDER UNDER THE CONTRACT IS A UNIT OR AGENCY OF THE STATE OF MARYLAND SUCH THAT THE CONTRACT MAY BEEN FORCED AGAINST THE STATE OF MARYLAND.

#### ELECTRONIC TRANSACTION FEE:

A. CONTRACTOR SHALL PAY AN ELECTRONIC TRANSACTION FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE ELECTRONIC TRANSACTION FEE IS CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS ANY RETURNS OR CREDITS. THE ELECTRONIC TRANSACTION FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACT'S UNIT PRICES.

#### B.

THE ELECTRONIC TRANSACTION FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309, BALTIMORE, MD, 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY USAGE REPORT SHALL BE EMAILED TO THE PROGRAM MANAGER, LISA MCDONALD AT LISA.MCDONALD@MARYLAND.GOV, AND TO EBONY SALAKO AT AWAWU.SALAKO@MARYLAND.GOV.

- C. FAILURE TO REMIT TRANSACTION FEES IN A TIMELY MANNER OR REMITTANCE OF FEES INCONSISTENT WITH THE CONTRACT'S REQUIREMENTS MAY RESULT IN THE STATE EXERCISING ALL RECOURSE AVAILABLE UNDER THE CONTRACT INCLUDING, BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT WITH THE AUDIT UP TO \$10,000.00 OR ONE (1%) PERCENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICHEVER IS HIGHER.

- D. PRIOR TO AWARD, CONTRACTORS WILL BE ASKED TO CONFIRM IN WRITING THAT THEIR UNIT PRICES INCLUDE THE ONE PERCENT (1%) ELECTRONIC TRANSACTION FEE.

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### TERMS (cont'd):

#### EMM CATALOG:

THE CONTRACT AWARDEE IS REQUIRED TO REGISTER AS A VENDOR IN THE EMARYLAND MARKETPLACE ECATALOG DIRECTORY (ONLINE SHOPPING ENVIRONMENT). IT OFFERS A VIRTUAL SHOP FRONT FOR YOUR GOODS AND SERVICES TO BE PURCHASED WITH EASE ACROSS THE STATE THROUGH THE SYSTEM. PLEASE CONTACT CATHY MARZOLA AT (410) 767-1492 REGARDING INFORMATION AND INSTRUCTIONS ON JOINING THE EMM ECATALOG. YOU MUST COORDINATE THE UPLOAD OF YOUR PRODUCT CATALOG TO ENSURE MAXIMUM USE OF YOUR PRODUCTS AND SERVICES PER CONTRACT TERMS.

PAYMENTS TO THE CONTRACTOR PURSUANT TO THIS CONTRACT SHALL BE MADE NO LATER THAN 30 DAYS AFTER THE STATE'S RECEIPT OF A PROPER INVOICE FROM THE CONTRACTOR. CHARGES FOR LATE PAYMENT OF INVOICES, OTHER THAN AS PRESCRIBED BY TITLE 15, SUBTITLE 1, OF THE STATE FINANCE AND PROCUREMENT ARTICLE, ANNOTATED CODE OF MARYLAND, OR BY THE PUBLIC SERVICE COMMISSION OF MARYLAND WITH RESPECT TO REGULATED PUBLIC UTILITIES, AS APPLICABLE, ARE PROHIBITED.

ELECTRONIC FUNDS TRANSFER: THIS PROVISION ON ELECTRONIC FUNDS TRANSFER APPLIES TO CONTRACTS OF OVER \$200,000 FOR WHICH PAYMENTS ARE MADE THROUGH THE STATE COMPTROLLER

ELECTRONIC FUNDS TRANSFER WILL BE USED BY THE STATE TO PAY CONTRACTOR FOR THIS CONTRACT AND ANY OTHER STATE PAYMENTS DUE CONTRACTOR UNLESS THE STATE COMPTROLLER'S OFFICE GRANTS CONTRACTOR AN EXEMPTION.

#### INVOICES:

FOLLOWING DELIVERY AND ACCEPTANCE OF ANY MATERIALS, EQUIPMENT, SUPPLIES OR SERVICES (COMPANY NAME) SHALL SUBMIT AN ORIGINAL INVOICE TO THE AGENCY FOR PAYMENT. VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

#### BPO/PO AS CONTRACT:

THIS PROVISION APPLIES TO ALL PROCUREMENT CONTRACTS PROCURED BY THE DEPARTMENT OF GENERAL SERVICES EXCEPT CONTRACTS FOR THE PROCUREMENT OF ARCHITECTURAL AND ENGINEERING SERVICES FOR A PRICE OF GREATER THAN \$200,000.

THE BIDDER'S EXECUTION AND SUBMISSION OF A RESPONSIVE BID CONSTITUTES A PROMISE BY THE BIDDER TO PERFORM THE CONTRACT SOLICITED BY THE DEPARTMENT IN ACCORDANCE WITH THE TERMS AND CONDITIONS STATED IN THE SOLICITATION. THE BID SHALL BE IRREVOCABLE FOR THE PERIOD

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### TERMS (cont'd):

STATED IN THE SOLICITATION OR FOR SUCH LONGER PERIOD AS THE BIDDER AND THE DEPARTMENT MAY AGREE.

UPON ACCEPTANCE OF A BID, THE PROCUREMENT OFFICER MAY ISSUE A BLANKET PURCHASE ORDER (BPO), IN A FORM TO BE DETERMINED BY THE DEPARTMENT, TO THE BIDDER ACCEPTING THE BID AND BINDING THE BIDDER TO A CONTRACT. THE EXECUTION AND ISSUANCE OF A BPO BY THE PROCUREMENT OFFICER, SUBJECT TO ALL NECESSARY APPROVALS, SHALL CONSTITUTE ACCEPTANCE OF THE BID AND FINAL AWARD OF THE CONTRACT. THE CONTRACT OF THE PARTIES WILL BE EMBODIED IN THE CONTRACT DOCUMENTS, WHICH SHALL CONSIST OF THE EXECUTED BPO OF THE PROCUREMENT OFFICER, INCLUDING ALL DOCUMENTS, TERMS, AND CONDITIONS INCORPORATED INTO THOSE DOCUMENTS BY THE TERMS

OF THE SOLICITATION, THE BPO, THE BID, OR BY OPERATION OF LAW, AND THE EXECUTED BID OF THE BIDDER. IF THE PROCUREMENT OFFICER ISSUES A BPO, AT THE OPTION OF THE PROCUREMENT OFFICER IT WILL NOT BE NECESSARY FOR THE BIDDER TO EXECUTE THE BPO OR ANY OTHER FORM OF CONTRACT OR AGREEMENT. THE PROCUREMENT OFFICER MAY REQUIRE THAT THE PARTIES BOTH EXECUTE A SINGLE DOCUMENT AS THE EMBODIMENT OF THE CONTRACT BETWEEN THE PARTIES.

<u>LINE #</u>	<u>STATE ITEM ID</u>	<u>U/M</u>	<u>UNIT COST</u>
0001	95620-000000	EA	750,000.0000

COPYING SERVICES

PRINTING AND RELATED SERVICES

CONTRACT WILL BE FOR THREE YEARS WITH TWO ONE-YEAR RENEWALS, AT \$150,000 EACH YEAR. TOTAL CONTRACT AMOUNT 750,000.00 SOLICITATION OF BIDS TO PROVIDE COPYING, PRINTING, MAILING, DATA MANAGEMENT AND OTHER SERVICES FOR QUANTITIES BETWEEN 5,000 AND 150,000 ITEMS.

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<u>LINE #</u>	<u>STATE ITEM ID</u>	<u>U/M</u>	<u>UNIT COST</u>	
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SEE SPECS SAVED AS J02R7400011\_PRINTINGSVCS\_SPECS.DOC AND  
J02R7400011\_PRINTINGSVCS\_SPECS.XLS.

END OF ITEM LIST

THIS PROCUREMENT WAS CONDUCTED AS A PREFERRED PROVIDER. THE AWARD WAS  
MADE WITH THE DETERMINATION OF THE PRICING AND SELECTION COMMITTEE.

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL  
INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE  
SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, REYCLABLE,  
AND/OR BIODEGRADABLE MATERIALS.

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AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

BUYER AUTHORIZED DESIGNEE

**SHA BPO Price List**  
**VSP, Inc.**  
**Printing and Mailing**

Term : September 16, 2016 - September 15, 2019; Optional Renewals: September 16, 2019 - September 15, 2021

Line	Description	Quantity	5 Year Average	Line	Description	Quantity	5 Year Average
<b>Simplex Offset (Subcontracted) 90 Bright</b>				<b>Duplex Offset (Subcontracted) 90 Bright</b>			
*Line 27	8 1/2" X 11"	2000-5000	\$ 124.03 /Ea.	*Line 28	8 1/2" X 11"	2000-5000	\$ 152.22 /Ea.
*Line 29	8 1/2" X 11"	5001-10,000	\$ 73.29 /Ea.	*Line 30	8 1/2" X 11"	5001-10,000	\$ 84.57 /Ea.
*Line 31	8 1/2" X 11"	10,001-20,000	\$ 56.38 /Ea.	*Line 32	8 1/2" X 11"	10,001-20,000	\$ 73.29 /Ea.
*Line 33	8 1/2" X 11"	20,001-40,000	\$ 56.38 /Ea.	*Line 34	8 1/2" X 11"	20,001-40,000	\$ 67.65 /Ea.
*Line 35	8 1/2" X 11"	40,001-75,000	\$ 45.10 /Ea.	*Line 36	8 1/2" X 11"	40,001-75,000	\$ 50.74 /Ea.
*Line 37	8 1/2" X 11"	75,001-125,000	\$ 39.46 /Ea.	*Line 38	8 1/2" X 11"	75,001-125,000	\$ 45.10 /Ea.
*Line 39	8 1/2" X 11"	125,001-200,000	\$ 33.83 /Ea.	*Line 40	8 1/2" X 11"	125,001-200,000	\$ 39.46 /Ea.
*Line 41	8 1/2" X 14"	2000-5000	\$ 163.49 /Ea.	*Line 42	8 1/2" X 14"	2000-5000	\$ 197.32 /Ea.
*Line 43	8 1/2" X 14"	5001-10,000	\$ 107.12 /Ea.	*Line 44	8 1/2" X 14"	5001-10,000	\$ 129.67 /Ea.
*Line 45	8 1/2" X 14"	10,001-20,000	\$ 95.84 /Ea.	*Line 46	8 1/2" X 14"	10,001-20,000	\$ 112.75 /Ea.
*Line 47	8 1/2" X 14"	20,001-40,000	\$ 67.65 /Ea.	*Line 48	8 1/2" X 14"	20,001-40,000	\$ 107.12 /Ea.
*Line 49	8 1/2" X 14"	40,001-75,000	\$ 52.99 /Ea.	*Line 50	8 1/2" X 14"	40,001-75,000	\$ 73.29 /Ea.
*Line 51	8 1/2" X 14"	75,001-125,000	\$ 45.10 /Ea.	*Line 52	8 1/2" X 14"	75,001-125,000	\$ 62.01 /Ea.
*Line 53	8 1/2" X 14"	125,001-200,000	\$ 45.10 /Ea.	*Line 54	8 1/2" X 14"	125,001-200,000	\$ 56.38 /Ea.
*Line 55	11" X 17"	2000-5000	\$ 163.49 /Ea.	*Line 56	11" X 17"	2000-5000	\$ 197.32 /Ea.
*Line 57	11" X 17"	5001-10,000	\$ 107.12 /Ea.	*Line 58	11" X 17"	5001-10,000	\$ 129.67 /Ea.
*Line 59	11" X 17"	10,001-20,000	\$ 95.84 /Ea.	*Line 60	11" X 17"	10,001-20,000	\$ 112.75 /Ea.
*Line 61	11" X 17"	20,001-40,000	\$ 84.57 /Ea.	*Line 62	11" X 17"	20,001-40,000	\$ 101.48 /Ea.
*Line 63	11" X 17"	40,001-75,000	\$ 73.29 /Ea.	*Line 64	11" X 17"	40,001-75,000	\$ 84.57 /Ea.
*Line 65	11" X 17"	75,001-125,000	\$ 62.01 /Ea.	*Line 66	11" X 17"	75,001-125,000	\$ 75.54 /Ea.
*Line 67	11" X 17"	125,001-200,000	\$ 56.38 /Ea.	*Line 68	11" X 17"	125,001-200,000	\$ 124.03 /Ea.
<b>90# Glossy</b>				<b>90# Glossy</b>			
*Line 69	8 1/2" X 11"	2000-5000	\$ 124.03 /Ea.	*Line 70	8 1/2" X 11"	2000-5000	\$ 231.14 /Ea.
*Line 71	8 1/2" X 11"	5001-10,000	\$ 73.29 /Ea.	*Line 72	8 1/2" X 11"	5001-10,000	\$ 84.57 /Ea.
*Line 73	8 1/2" X 11"	10,001-20,000	\$ 56.38 /Ea.	*Line 74	8 1/2" X 11"	10,001-20,000	\$ 67.65 /Ea.
*Line 75	8 1/2" X 11"	20,001-40,000	\$ 56.38 /Ea.	*Line 76	8 1/2" X 11"	20,001-40,000	\$ 67.65 /Ea.
*Line 77	8 1/2" X 11"	40,001-75,000	\$ 41.72 /Ea.	*Line 78	8 1/2" X 11"	40,001-75,000	\$ 50.74 /Ea.
*Line 79	8 1/2" X 11"	75,001-125,000	\$ 33.83 /Ea.	*Line 80	8 1/2" X 11"	75,001-125,000	\$ 45.10 /Ea.
*Line 81	8 1/2" X 11"	125,001-200,000	\$ 33.83 /Ea.	*Line 82	8 1/2" X 11"	125,001-200,000	\$ 36.08 /Ea.
*Line 83	8 1/2" X 14"	2000-5000	\$ 163.49 /Ea.	*Line 84	8 1/2" X 14"	2000-5000	\$ 197.32 /Ea.
*Line 85	8 1/2" X 14"	5001-10,000	\$ 107.12 /Ea.	*Line 86	8 1/2" X 14"	5001-10,000	\$ 129.67 /Ea.
*Line 87	8 1/2" X 14"	10,001-20,000	\$ 90.20 /Ea.	*Line 88	8 1/2" X 14"	10,001-20,000	\$ 107.12 /Ea.
*Line 89	8 1/2" X 14"	20,001-40,000	\$ 62.01 /Ea.	*Line 90	8 1/2" X 14"	20,001-40,000	\$ 78.93 /Ea.
*Line 91	8 1/2" X 14"	40,001-75,000	\$ 50.74 /Ea.	*Line 92	8 1/2" X 14"	40,001-75,000	\$ 62.01 /Ea.
*Line 93	8 1/2" X 14"	75,001-125,000	\$ 45.10 /Ea.	*Line 94	8 1/2" X 14"	75,001-125,000	\$ 56.38 /Ea.
*Line 95	8 1/2" X 14"	125,001-200,000	\$ 39.46 /Ea.	*Line 96	8 1/2" X 14"	125,001-200,000	\$ 56.38 /Ea.
*Line 97	11" X 17"	2000-5000	\$ 163.49 /Ea.	*Line 98	11" X 17"	2000-5000	\$ 197.32 /Ea.
	11" X 17"	5001-10,000			11" X 17"	5001-10,000	
*Line 99			\$ 107.12 /Ea.	*Line 100			\$ 129.67 /Ea.
	11" X 17"	10,001-20,000			11" X 17"	10,001-20,000	
*Line 101			\$ 95.84 /Ea.	*Line 102			\$ 112.75 /Ea.
	11"X17"	20,001-40,000			11"X17"	20,001-40,000	
*Line 103			\$ 78.93 /Ea.	*Line 104			\$ 101.48 /Ea.
*Line 105	11" X 17"	40,001-75,000	\$ 67.65 /Ea.	*Line 106	11" X 17"	40,001-75,000	\$ 78.93 /Ea.
*Line 107	11" X 17"	75,001-125,000	\$ 62.01 /Ea.	*Line 108	11" X 17"	75,001-125,000	\$ 78.93 /Ea.
*Line 109	11" X 17"	125,001-200,000	\$ 62.01 /Ea.	*Line 110	11" X 17"	125,001-200,000	\$ 73.29 /Ea.
*Line 111	Odd Sized	2000-5000	\$ 1.35 /Ea.	*Line 112	Odd Sized	2000-5000	\$ 1.63 /Ea.
*Line 113	Odd Sized	5001-10,000	\$ 0.79 /Ea.	*Line 114	Odd Sized	5001-10,000	\$ 0.90 /Ea.
*Line 115	Odd Sized	10,001-20,000	\$ 0.68 /Ea.	*Line 116	Odd Sized	10,001-20,000	\$ 0.79 /Ea.
*Line 117	Odd Sized	20,001-40,000	\$ 0.62 /Ea.	*Line 118	Odd Sized	20,001-40,000	\$ 0.73 /Ea.
*Line 119	Odd Sized	40,001-75,000	\$ 0.50 /Ea.	*Line 120	Odd Sized	40,001-75,000	\$ 0.57 /Ea.
*Line 121	Odd Sized	75,001-125,000	\$ 0.45 /Ea.	*Line 122	Odd Sized	75,001-125,000	\$ 0.51 /Ea.
*Line 123	Odd Sized	125,001-200,000	\$ 0.40 /Ea.	*Line 124	Odd Sized	125,001-200,000	\$ 0.43 /Ea.



**SHA BPO Price List**  
**VSP, Inc.**  
**Printing and Mailing**

Term : September 16, 2016 - September 15, 2019; Optional Renewals: September 16, 2019 - September 15, 2021

Line	Paper Size	Quantity	5 Year Average	Line	Description	5 Year Average
Digital Color Copy Simplex 28# Minimum 90 Bright				Line 146	3/16" foamcore	\$ 9.35 /Sq. Ft.
Line 25	11" X 17"	10,001-25,000	\$ 0.36 /Ea.	Line 147	1/4" Gatorboard	\$ 9.95 /Sq. Ft.
Line 21	8 1/2" X 11"	10,001-25,000	\$ 0.20 /Ea.	Line 148	1/4" Coroplast	\$ 9.29 /Sq. Ft.
Line 23	8 1/2" X 14"	10,001-25,000	\$ 0.24 /Ea.	Line 149	3/16 inch Coroplast	\$ 8.36 /Sq. Ft.
Line 13	11" X 17"	1-2000	\$ 0.36 /Ea.	Line 150	Tape Finishing	\$ 0.30 /Lin. In.
Line 9	8 1/2" X 11"	1-2000	\$ 0.20 /Ea.	Line 151	Display and Printing/Mounting Laminate only, 10 mil glossy	\$ 5.16 /Sq. Ft.
Line 11	8 1/2" X 14"	1-2000	\$ 0.24 /Ea.	Line 152	Glue Dot	\$ 0.08 /Ea.
Line 5	11" X 17"	1-500	\$ 0.36 /Ea.	Line 153	Die Cut	\$ 798.48 /Ea.
Line 1	8 1/2" X 11"	1-500	\$ 0.20 /Ea.	Mailing		
Line 3	8 1/2" X 14"	1-500	\$ 0.24 /Ea.	Line 154	Mailing -Tab	\$ 0.04 /Ea.
Line 19	11" X 17"	2001-10,000	\$ 0.36 /Ea.	Line 155	Mailing -Inkjet address	\$ 0.04 /Ea.
Line 15	8 1/2" X 11"	2001-10,000	\$ 0.20 /Ea.	Line 156	Mailing -Deliver to Post Office	\$ 36.56 /Ea.
Line 17	8 1/2" X 14"	2001-10,000	\$ 0.24 /Ea.	Line 157	Mailing List-Job setup/list creation	\$ 214.58 / M
Line 7	8 1/2" X 11"	501-1000	\$ 0.20 /Ea.	Line 158	Processing (restore/convert,merge/ purge, output inkjet,	\$ 23.63 /Ea.
Digital Color Copy Duplex 28# Minimum				Line 159	-Develop targeted mailing list using US Census Data (c	\$ 120.64 /Ea.
Line 26	11" X 17"	10,001-25,000	\$ 0.68 /Ea.	Line 160	storage- Store mailing list data (price per 100,000 add	\$ 59.01 /Ea.
Line 22	8 1/2" X 11"	10,001-25,000	\$ 0.37 /Ea.	Line 161	Delivery to post office	\$ 36.56 /Ea.
Line 24	8 1/2" X 14"	10,001-25,000	\$ 0.45 /Ea.	Line 162	Delivery (First mile)	\$ 36.56 /Ea.
Line 14	11" X 17"	1-2000	\$ 0.68 /Ea.	Line 163	Delivery (Additional Miles)	\$ 0.58 /Ea.
Line 10	8 1/2" X 11"	1-2000	\$ 0.37 /Ea.	Line 164	Delivery 1-20 lbs	\$ 36.56 /Ea.
Line 12	8 1/2" X 14"	1-2000	\$ 0.45 /Ea.	Line 165	Delivery to post office 20 lbs and up	\$ 36.56 /Ea.
Line 6	11" X 17"	1-500	\$ 0.68 /Ea.	Postcard Printing, Color 2 sided		
Line 2	8 1/2" X 11"	1-500	\$ 0.37 /Ea.	110# Glossy Cover		
Line 4	8 1/2" X 14"	1-500	\$ 0.45 /Ea.	Line 167	3 1/2" X 5"	\$ 0.05 /Ea.
Line 20	11" X 17"	2001-10,000	\$ 0.68 /Ea.	Line 169	4 1/4" X 6"	\$ 0.05 /Ea.
Line 16	8 1/2" X 11"	2001-10,000	\$ 0.37 /Ea.	Line 171	6 1/8" x 11 1/2"	\$ 0.07 /Ea.
Line 18	8 1/2" X 14"	2001-10,000	\$ 0.45 /Ea.	110 Matte Cover		
Line 8	8 1/2" X 11"	501-1000	\$ 0.37 /Ea.	Line 166	3 1/2" X 5"	\$ 0.05 /Ea.
Miscellaneous				Line 168	4 1/4" X 6"	\$ 0.05 /Ea.
Line 125	Machine Folding	\$ 2.23 / C		Line 170	6 1/8" x 11 1/2"	\$ 0.07 /Ea.
Line 126	Hand Folding	\$ 6.06 / C		Plotting, Banners, and Mounting		
Line 127	Sorting	\$ 33.21 / M		Line 172	Printing on tyvek (one sided)	\$ 12.21 /Sq. Ft.
Line 128	Inserting	\$ 48.62 / M		Line 173	Printing on Vinyl (33x80)	\$ 105.94 /Ea.
Line 129	Single Staple In-line	\$ 19.42 / M		Line 174	Banner Finishing (per grommet)	\$ 0.18 /Ea.
Line 130	Single Hand staple	\$ 4.89 / C		Line 175	Color Plotting 8 mil Matte	\$ 5.31 /Sq. Ft.
Line 131	Saddle Stitch In-line	\$ 43.80 / M		Line 176	Color Plotting 8 mil Glossy	\$ 5.31 /Sq. Ft.
Line 132	Hand saddle-stitch	\$ 14.81 / C		Line 177	Display/Mounting on Coroplast 10mm	\$ 110.91 /Ea.
Line 133	Tape Bind 1"	\$ 2455.08 / M		Diecut Hanger 4 1/4" x 11" 110#, Min 92# Bright		
Line 134	Black Plastic Coil, 1"	\$ 278.78 / C		Lines:178,179,186,187,194,195,198,199,202,203,206,208,209,212,213"	Printing (one-color), Simplex Matte Cover, 10% PCW	\$ 0.68 /Ea.
Line 135	Black GBC Bind 1 "	\$ 2787.81 / M		Lines: 180,181,188,189	Printing B/W, Simplex, Matte Cover	\$ 0.33 /Ea.
Line 136	Perfect Bind 1"	\$ 5410.85 / M		Lines:182,183,190,191,196,197,200,	Printing (one-color), duplex# Matte Cover	\$ 0.36 /Ea.
*Line 137	*Book Binding 1"	\$ 13194.80 / M		Lines: 193,185,192,184	Printing B/W two sided Die	\$ 0.40 /Ea.
Line 138	Edit SHA Artwork	\$ 65.01 / Hr.		*Subcontracted and does not include program fee		
Printed in full color /Display and Printing/Mounting				Averaged with 5 year PPI of: 1.2%		
Line 139	3/16" foamcore	\$ 9.35 /Sq. Ft.		Year 1	\$	150,000.00
Line 140	1/4" Foamcore	\$ 8.44 /Sq. Ft.		Year 2	\$	150,000.00
Line 141	3/16" Gatorboard	\$ 9.95 /Sq. Ft.		Year 3	\$	150,000.00
Line 142	1/4" Gatorboard	\$ 9.75 /Sq. Ft.		Subtotal	\$	450,000.00
Line 143	1/4" Sinatra	\$ 10.03 /Sq. Ft.		1 Year Option	\$	150,000.00
Line 144	3/16" Sinatra	\$ 12.50 /Sq. Ft.		1 Year Option	\$	150,000.00
Line 145	1/4" Foamcore	\$ 8.44 /Sq. Ft.		5 Year total	\$	750,000.00